

Message Text

UNCLASSIFIED

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11

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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P R 220736Z APR 76
FM AMEMBASSY MANILA
TO USDOC WASHDC PRIORITY
INFO AMCONGEN HONG KONG
SECSTATE WASHDC 0000

UNCLAS MANILA 5506

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJ: MARKET RESEARCH - BID REQUEST INSTRUCTIONS - TIMBER INDUSTRIES

REF: A. MANILA 5231 (NOTAL), B. USDOC 6046 C. MANILA 4672 (NOTAL),
D. STATE A-1670 (NOTAL)

1. THREE OF FIVE FIRMS REQUESTING COPY OF SPECIFICATIONS, ASIA RESEARCH ORGANIZATION, EXECUTIVE MANAGEMENT GROUP AND SUPERIUS, WILL DEFINITELY BID. TWO OTHER FIRMS, J. WALTER THOMPSON AND INTERNATIONAL RESEARCH ASSOCIATES, HAVE INDICATED THAT ONE MONTH WHICH REF D PROVIDES FOR STUDY APPEARS INADEQUATE. J. WALTER THOMPSON ASKED WHETHER ADDITIONAL TIME, SUCH AS SIX WEEKS INSTEAD OF FOUR, WOULD BE POSSIBLE, AND WAS NON-COMMITTAL AS TO ITS INTENTIONS WHEN TOLD COMMERCE INSISTENT ON EARLIEST POSSIBLE COMPLETION. INTERNATIONAL RESEARCH ASSOCIATES HAS SAID IT WOULD BID IF LONGER TIME PERMITTED FOR STUDY BUT WILL NOT BID WITH PRESENT FOUR WEEKS.

2. EMBASSY WILL RECEIVE THREE BIDS BY NEXT WEEK, AND FASTEST COMPLETION OF STUDY WILL COME FROM SELECTION OF ONE OF THREE. IF COMMERCE SHOULD WISH TWO ADDITIONAL BIDDERS, THEY COULD BE OBTAINED BY LENGTHENING TIME ALLOWED FOR STUDY. WITH FIVE FIRMS POTENTIALLY ABLE TO SUBMIT BIDS, THERE APPEARS TO BE NO NEED TO DELAY BID SUBMISSION DEADLINE BY SOLICITING MOBIUS BID IN ADDITION.

3. PLEASE ADVISE AS TO WHETHER FOUR WEEK LIMIT FOR
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COMPLETION OF STUDY SHOULD BE MAINTAINED OR WHETHER TWO

ADDITIONAL BIDDERS SHOULD BE SOUGHT THROUGH LENGTHENING
OF TIME LIMIT.
SULLIVAN

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NNN

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